

Message Text

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ACTION EA-10

INFO OCT-01 ISO-00 EB-07 DOTE-00 RSC-01 /019 W

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P R 190842Z NOV 74

FM AMEMBASSY JAKARTA

TO USDOC WASHDC PRIORITY

AMEMBASSY SINGAPORE

INFO SECSTATE WASHDC 5346

AMCONSUL HONG KONG

AMCONSUL MEDAN

AMCONSUL SURABAYA

UNCLAS JAKARTA 14028

PLEASE PASS U.S. DEPARTMENT OF TRANSPORTATION
COMMERCE FOR BIC/OED/MEPD & TRADE OPPORTUNITIES
DIVISION

E.O. 11652: N/A

TAGS: BTIO, ID

SUBJ: GOI REQUEST FOR LIST U.S. FIRMS INTERESTED

PGJVIDING TECHNICAL ASSISTANCE ON RAILROAD

REHABILITATION PROJECT

REF: JAKARTA 13746

1. EMBOFF ATTENDED NOVEMBER 15 MEETING DESCRIBED
PARA. 4 REFTEL CONCERNING TECHNICAL ASSISTANCE
SOUOTT BY GOI DEPT. COMMUNICATIONS FOR
INDONESIAN STATE RAILROAD. MEETING MOSTLY
REITERATED INFORMATION CONTAINED REFTEL.

2. HOWEVER, TWO MESSAGES SEEMINGLY
UNFAVORABLE TO U.S. BIDDERS CAME THROUGH LOUD
AND CLEAR. FIRST, GOI & IBRD ARE SEEKING PACKAGED
BIDS FOR FULL RANGE OF SERVICES LISTED REFTEL AS
ITEMS A-I, THEY WANT AVOID PROBLEMS INVOLVED
COORDINATING SEPARATE COMPONENTS OF TA FROM DIFFERENT
FIRMS AND/OR COUNTRIES; AND THEY THEREFORE MOST
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UNLIKELY GIVE PARTIAL PROPOSALS SERIOUS CONSIDERATION

UNLESS UNABLE OBTAIN BIDS FOR TOTAL PACKAGE.
SECONDLY, THIS "TOTAL PACKAGE" APPROACH PREDICATED
ON EXISTENCE OF NATIONAL RAILWAY IN EACH BIDDER
COUNTRY WHICH CAN COORDINATE PROPOSAL FOR COMPLETE
RANGE OF SERVICES; I.E. GOI EXPECTING ONE BID FROM
EACH COUNTRY.

3. THEY ADMIT U.S. NOT RPT NOT WELL SITUATED
RESPOND ABOVE REQUIREMENTS, AND SAID THEY ONLY
BELATEDLY ADDED U.S. TO LIST OF INVITEES IN ORDER
BE COMPLETELY EQUITABLE. ABSENCE OF UNIFIED
NATIONAL RAILWAY (PASSENGER AND FREIGHT) TO COOR-
DINATE U.S. INTEGRATED CONSULTANT PROPOSAL FURTHER
COMPOUNDED BY SHORT BID DEADLINE, I.E. GOI
REQUESTED THAT ALL BIDS BE SUBMITTED BEFORE END
JANUARY 1975 SO THAT WORK MAY BEGIN NO LATER THAN
MAY 1975. PROPOSAL LETTER LISTING SERVICES OF-
FERED PLUS NAMES AND QUALIFICATIONS OF PROPOSED
PERSONNEL SHOULD BE ADDRESSED TO: MAJOR GENERAL
SLAMET DANUSUDIRDJO, SECRETARY GENERAL, DEPART-
MENT OF COMMUNICATIONS, JL. MERDEKA BARAT 8,
JAKARTA, INDONESIA. ACTUAL SEALED DOLLAR BID
SHOULD BE SENT GEN. SLAMET UNDER SEPARATE COVER.

4. IN VIEW OBVIOUS COMPLEXITY PUTTING TOGETHER
SINGLE U.S. BID FOR INTEGRATED SERVICES,
MODERATE VALUE (\$5.6 MILLION) OF TOTAL TA
PACKAGE, AND EXPECTED STRONG BIDS FROM FRG,
FRENCH, AND CANADIAN NATIONAL RAILWAYS, INTERESTED
U.S. BIDDERS MAY FIND THEIR BEST OPPORTUNITY
LIES IN OFFERING SUBCONTRACT CONSULTANT SERVICES
TO FOREIGN NATIONAL RAILWAYS WHICH MAKE PRIMARY
BIDS. U.S. FIRMS WHICH PREFER MAKE DIRECT BIDS
THEMSELVES SHOULD OFFER AS LARGE PORTION OF
TOTAL SERVICES REQUESTED AS POSSIBLE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 NOV 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974JAKART14028
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740334-0021
From: JAKARTA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741132/aaaabaod.tel
Line Count: 97
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: JAKARTA 13746
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 31 OCT 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <31 OCT 2002 by chicheje>; APPROVED <04-Nov-2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GOI REQUEST FOR LIST U.S. FIRMS INTERESTED PGJVIDING TECHNICAL ASSISTANCE ON RAILROAD
TAGS: BTIO, ID
To: COM SINGAPORE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005